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# Manufacturers' Shipments, Inventories, and Orders

## November 1972

U. S. DEPARTMENT OF COMMERCE • Social and Economic Statistics Administration • BUREAU OF THE CENSUS

FOR RELEASE: January 3, 1973 SERIES: M3-1(72)-11

### SUMMARY

New orders for manufactured products in November increased $2.57 billion or 3.9 percent to $68.03 billion from $65.45 billion in October, after seasonal adjustment. Shipments in November increased $2.02 billion or 3.1 percent to $66.74 billion. Unfilled orders increased $1.29 billion or 1.6 percent to $84.20 billion at the end of November. Manufacturers' inventories increased $510 million or 0.5 percent to $106.52 billion at the end of November. The inventories to shipments ratio decreased from 1.64 to 1.60.

For the 3 months ending in November, the average month-to-month change in new orders was a 1.8 percent increase compared with a 1.3 percent increase for the 3 months ending in August and a 1.2 percent increase for the 3 months ending in May.

### NEW ORDERS

New orders for durable goods increased $1.14 billion or 3.1 percent to $37.90 billion. Increases in new orders were reported for nonelectrical machinery ($385 million); primary metals ($275 million); stone, clay and glass ($195 million); and electrical machinery ($145 million).

### SHIPMENTS

Shipments of durable goods increased $750 million or 2.1 percent to $36.84 billion in November. Shipments of nondurable goods increased $1.26 billion or 4.4 percent to $29.90 billion, led by the foods industry ($525 million).

### UNFILLED ORDERS

Unfilled orders for durable goods increased $1.07 billion or 1.3 percent to $80.24 billion at the end of November, led by nonelectrical machinery ($540 million), electrical machinery ($245 million), and primary metals ($185 million).

### INVENTORIES

Inventories of durable goods and nondurable goods manufacturers increased $440 million and $75 million respectively in November. At the all manufacturing level, materials and supplies increased $305 million, goods in process increased $125 million, and $85 million.

### SCHEDULED RELEASE DATES

The figures on the durable goods industries in this report supersede those issued earlier in the advance report on durable goods. The advance report is based on a tabulation of early reports and is limited to statistics on shipments, new orders, and unfilled orders for a few broad industry categories. The present report is based on more complete reporting, but the estimates are also considered preliminary. Final figures will appear as historical data in the report to be published for next month. The advance report on durable goods for December is scheduled for release on January 22, 1973 and the full report is scheduled for release on January 31, 1973.

For an explanation of terms used in this report see appendix following table 5.

Inquiries concerning these figures should be addressed to the U.S. Department of Commerce, Social and Economic Statistics Administration, Bureau of the Census, Industry Division, Washington, D.C. 20233.

For sale by the Bureau of the Census, Washington, D.C. 20233. Price 15 cents per copy, $1.50 per year.

Table 1.--VALUE OF MANUFACTURERS' SHIPMENTS, INVENTORIES, AND ORDERS, BY INDUSTRY GROUP

(Millions of dollars)

| Industry group | Shipments | | | | | | Total inventories | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Seasonally adjusted | | | Without seasonal adjustment[1] | | | Seasonally adjusted | | | Without seasonal adjustment[1] | | |
| | Nov. 1972[p] | Oct. 1972[r] | Sept. 1972 | Nov. 1972[p] | Oct. 1972[r] | Nov. 1971 | Nov. 1972[p] | Oct. 1972[r] | Sept. 1972 | Nov. 1972[p] | Oct. 1972[r] | Nov. 1971 |
| All manufacturing industries: | | | | | | | | | | | | |
| Total | 66,741 | 64,725 | 63,903 | 66,500 | 67,035 | 57,309 | 106,520 | 106,008 | 105,441 | 106,005 | 105,311 | 101,183 |
| Total, excluding transportation | 57,925 | 55,966 | 55,757 | 57,191 | 57,789 | 49,668 | 89,848 | 89,522 | 89,115 | 89,195 | 88,682 | 86,077 |
| Durable goods industries, total | 36,838 | 36,086 | 35,037 | 36,649 | 37,182 | 30,679 | 69,769 | 69,330 | 68,834 | 69,355 | 68,840 | 65,461 |
| Stone, clay, and glass products | 2,210 | 2,130 | 2,078 | 2,175 | 2,281 | 1,744 | 2,376 | 2,385 | 2,367 | 2,268 | 2,259 | 2,180 |
| Primary metals, total | 5,819 | 5,752 | 5,638 | 5,506 | 5,560 | 4,337 | 9,614 | 9,664 | 9,761 | 9,698 | 9,665 | 9,248 |
| Blast furnaces, steel mills | 2,936 | 2,916 | 2,788 | 2,677 | 2,677 | 1,959 | 5,326 | 5,347 | 5,411 | 5,438 | 5,395 | 4,967 |
| Nonferrous metals | 2,132 | 2,110 | 2,122 | 2,098 | 2,123 | 1,780 | 3,396 | 3,434 | 3,479 | 3,390 | 3,407 | 3,466 |
| All other primary metals | 751 | 726 | 728 | 731 | 760 | 598 | 892 | 883 | 871 | 870 | 863 | 815 |
| Fabricated metal products total | 3,500 | 3,562 | 3,526 | 3,461 | 3,680 | 3,239 | 7,510 | 7,605 | 7,425 | 7,331 | 7,458 | 7,202 |
| Metal cans, barrels, and drums | 432 | 440 | 419 | 380 | 426 | 355 | 680 | 672 | 672 | 629 | 640 | 686 |
| Machinery, except electrical, total | 5,921 | 5,779 | 5,759 | 5,592 | 5,717 | 4,801 | 13,973 | 13,747 | 13,700 | 13,888 | 13,609 | 13,563 |
| Engines and turbines | 425 | 418 | 449 | 412 | 368 | 399 | 1,324 | 1,323 | 1,309 | 1,344 | 1,336 | 1,216 |
| Farm machinery and equipment | 667 | 631 | 611 | 500 | 681 | 383 | 1,206 | 1,186 | 1,196 | 1,180 | 1,126 | 1,020 |
| Construction, mining, and material handling equipment | 971 | 944 | 894 | 885 | 905 | 717 | 2,629 | 2,574 | 2,531 | 2,608 | 2,512 | 2,667 |
| Metalworking machinery | 411 | 414 | 411 | 401 | 418 | 346 | 1,230 | 1,174 | 1,178 | 1,228 | 1,181 | 1,162 |
| General industrial machinery | 481 | 467 | 456 | 452 | 475 | 389 | 1,195 | 1,179 | 1,168 | 1,175 | 1,155 | 1,155 |
| Electrical machinery, total | 5,073 | 4,833 | 4,767 | 5,223 | 5,109 | 4,380 | 10,348 | 10,262 | 10,237 | 10,232 | 10,184 | 9,711 |
| Electrical transmission and distribution equipment and industrial apparatus | 961 | 924 | 897 | 961 | 933 | 826 | 2,284 | 2,234 | 2,213 | 2,260 | 2,222 | 2,074 |
| Household appliances | 715 | 655 | 651 | 682 | 680 | 557 | 1,065 | 1,067 | 1,047 | 1,032 | 1,030 | 1,078 |
| Radio and TV | 525 | 438 | 427 | 589 | 534 | 431 | 922 | 926 | 932 | 907 | 921 | 739 |
| Communication equipment | 1,214 | 1,145 | 1,208 | 1,233 | 1,174 | 1,106 | 2,980 | 2,971 | 2,983 | 2,971 | 2,965 | 2,858 |
| Transportation equipment, total | 8,816 | 8,759 | 8,146 | 9,309 | 9,246 | 7,641 | 16,672 | 16,486 | 16,326 | 16,810 | 16,629 | 15,106 |
| Motor vehicles and parts | 5,860 | 5,653 | 5,279 | 6,280 | 6,203 | 5,059 | 4,384 | 4,358 | 4,319 | 4,463 | 4,423 | 4,009 |
| Aircraft, missiles, and parts | 2,094 | 2,145 | 2,059 | 2,177 | 2,109 | 1,795 | 9,366 | 9,263 | 9,253 | 9,386 | 9,312 | 8,831 |
| Shipbuilding and railroad equipment | 532 | 632 | 486 | 544 | 603 | 580 | 2,220 | 2,179 | 2,081 | 2,282 | 2,242 | 1,703 |
| Instruments and related products, total | 1,088 | 1,087 | 1,067 | 1,112 | 1,130 | 999 | 2,638 | 2,613 | 2,571 | 2,581 | 2,586 | 2,400 |
| Scientific and engineering | 522 | 565 | 534 | 515 | 576 | 472 | 1,532 | 1,515 | 1,508 | 1,511 | 1,502 | 1,406 |
| All other instruments and related products | 566 | 522 | 533 | 597 | 554 | 527 | 1,106 | 1,098 | 1,063 | 1,070 | 1,084 | 994 |
| All other durable goods industries | 4,411 | 4,184 | 4,056 | 4,271 | 4,459 | 3,538 | 6,638 | 6,568 | 6,447 | 6,547 | 6,450 | 6,051 |
| Nondurable goods industries, total | 29,903 | 28,639 | 28,866 | 29,851 | 29,853 | 26,630 | 36,751 | 36,678 | 36,607 | 36,650 | 36,471 | 35,722 |
| Food and kindred products, total | 9,938 | 9,411 | 9,605 | 10,033 | 9,839 | 8,932 | 9,417 | 9,322 | 9,306 | 9,859 | 9,618 | 9,563 |
| Meat products | 2,309 | 2,025 | 2,144 | 2,242 | 2,169 | 2,082 | 879 | 882 | 887 | 895 | 872 | 825 |
| Fats and oils | 604 | 573 | 586 | 631 | 570 | 526 | 783 | 728 | 651 | 841 | 716 | 827 |
| Tobacco products | 554 | 533 | 511 | 551 | 526 | 498 | 2,418 | 2,329 | 2,314 | 2,413 | 2,318 | 2,166 |
| Textile mill products | 2,452 | 2,214 | 2,422 | 2,511 | 2,448 | 2,158 | 3,862 | 3,859 | 3,786 | 3,685 | 3,719 | 3,561 |
| Paper and allied products, total | 2,468 | 2,412 | 2,383 | 2,430 | 2,480 | 2,144 | 2,793 | 2,786 | 2,797 | 2,744 | 2,750 | 2,768 |
| Pulp, paper, etc | 1,018 | 985 | 964 | 997 | 1,004 | 877 | 1,012 | 1,023 | 1,036 | 1,001 | 1,021 | 1,083 |
| Paperboard containers | 711 | 680 | 700 | 704 | 725 | 664 | 835 | 837 | 842 | 828 | 830 | 812 |
| All other paper containers | 739 | 747 | 719 | 729 | 751 | 603 | 946 | 926 | 919 | 915 | 899 | 873 |
| Chemicals and allied products, total | 5,048 | 4,907 | 4,846 | 4,877 | 4,960 | 4,326 | 6,829 | 6,801 | 6,751 | 6,720 | 6,651 | 6,520 |
| Industrial chemcials, except pigments | 1,542 | 1,477 | 1,499 | 1,477 | 1,463 | 1,332 | 1,905 | 1,898 | 1,890 | 1,896 | 1,877 | 1,888 |
| Drugs, soap, and toiletries | 1,549 | 1,507 | 1,485 | 1,529 | 1,617 | 1,393 | 2,181 | 2,162 | 2,155 | 2,125 | 2,103 | 2,017 |
| Petroleum and coal products | 2,463 | 2,377 | 2,437 | 2,454 | 2,384 | 2,157 | 2,262 | 2,261 | 2,272 | 2,295 | 2,297 | 2,343 |
| Rubber and plastics products, n.e.c | 1,544 | 1,536 | 1,594 | 1,489 | 1,598 | 1,342 | 2,260 | 2,255 | 2,256 | 2,254 | 2,226 | 2,112 |
| All other nondurable goods industries | 5,436 | 5,249 | 5,068 | 5,506 | 5,618 | 5,073 | 6,910 | 7,065 | 7,125 | 6,680 | 6,892 | 6,689 |

See footnotes at end of table.

Table 1.--VALUE OF MANUFACTURERS' SHIPMENTS, INVENTORIES, AND ORDERS, BY INDUSTRY GROUP--Continued

(Millions of dollars)

| Industry group | New orders | | | | | | Unfilled orders | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Seasonally adjusted | | | Without seasonal adjustment[1] | | | Seasonally adjusted | | | Without seasonal adjustment[1] | | |
| | Nov. 1972[p] | Oct. 1972[r] | Sept. 1972 | Nov. 1972[p] | Oct. 1972[r] | Nov. 1971 | Nov. 1972[p] | Oct. 1972[r] | Sept. 1972 | Nov. 1972[p] | Oct. 1972[r] | Nov. 1971 |
| All manufacturing industries: | | | | | | | | | | | | |
| Total | 68,027 | 65,454 | 65,776 | 67,549 | 67,748 | 57,542 | 84,197 | 82,906 | 82,180 | 83,268 | 82,225 | 72,136 |
| Total, excluding transportation | 59,137 | 56,464 | 57,018 | 58,122 | 58,271 | 49,769 | 59,255 | 58,037 | 57,541 | 58,264 | 57,340 | 50,969 |
| Durable goods industries, total | 37,902 | 36,759 | 36,851 | 37,456 | 37,792 | 30,856 | 80,242 | 79,174 | 78,506 | 79,306 | 78,504 | 69,085 |
| Primary metals, total | 6,004 | 5,727 | 5,859 | 5,862 | 5,627 | 4,481 | 8,521 | 8,335 | 8,361 | 7,959 | 7,604 | 5,610 |
| Blast furnaces, steel mills | 3,021 | 2,927 | 2,936 | 2,958 | 2,755 | 2,133 | 5,391 | 5,305 | 5,295 | 4,954 | 4,674 | 3,095 |
| Nonferrous metals | 2,213 | 2,023 | 2,175 | 2,149 | 2,066 | 1,746 | 2,061 | 1,979 | 2,066 | 1,951 | 1,900 | 1,678 |
| Fabricated metal products | 3,440 | 3,554 | 3,691 | 3,363 | 3,660 | 3,097 | 10,038 | 10,097 | 10,104 | 10,015 | 10,112 | 9,426 |
| Machinery, except electrical, total | 6,460 | 6,074 | 6,006 | 6,052 | 6,039 | 4,913 | 15,019 | 14,477 | 14,184 | 14,898 | 14,434 | 12,509 |
| Engines and turbines | 593 | 479 | 547 | 549 | 454 | 380 | 4,124 | 3,956 | 3,895 | 4,101 | 3,963 | 3,429 |
| Construction, mining, and material handling equipment | 1,053 | 957 | 894 | 931 | 921 | 720 | 2,675 | 2,593 | 2,580 | 2,632 | 2,585 | 2,313 |
| Metalworking machinery | 504 | 450 | 449 | 484 | 456 | 323 | 1,296 | 1,203 | 1,167 | 1,302 | 1,219 | 970 |
| General industrial machinery | 536 | 561 | 549 | 513 | 535 | 455 | 1,492 | 1,436 | 1,343 | 1,458 | 1,396 | 1,230 |
| Electrical machinery, total | 5,320 | 5,174 | 5,025 | 5,214 | 5,243 | 4,235 | 15,157 | 14,910 | 14,571 | 14,974 | 14,993 | 14,402 |
| Electrical transmission and distribution equipment and industrial apparatus | 1,050 | 984 | 1,066 | 1,022 | 979 | 782 | 4,314 | 4,225 | 4,166 | 4,252 | 4,192 | 3,826 |
| Household appliances | 710 | 665 | 673 | 670 | 687 | 550 | 156 | 161 | 151 | 145 | 157 | 130 |
| Radio and TV | 544 | 466 | 498 | 514 | 527 | 422 | 719 | 701 | 673 | 652 | 727 | 478 |
| Communication equipment | 1,308 | 1,304 | 1,125 | 1,200 | 1,251 | 1,036 | 5,889 | 5,794 | 5,636 | 5,892 | 5,924 | 6,271 |
| Transportation equipment, total | 8,890 | 8,990 | 8,758 | 9,427 | 9,477 | 7,773 | 24,942 | 24,869 | 24,639 | 25,004 | 24,885 | 21,167 |
| Aircraft, missiles, and parts | 2,188 | 2,228 | 2,275 | 2,210 | 2,162 | 1,843 | 16,658 | 16,564 | 16,484 | 16,553 | 16,519 | 14,049 |
| Shipbuilding and railroad equipment | 467 | 634 | 648 | 479 | 676 | 520 | 5,469 | 5,534 | 5,531 | 5,592 | 5,657 | 4,834 |
| All other durable goods industries | 7,788 | 7,240 | 7,512 | 7,538 | 7,746 | 6,357 | 6,565 | 6,486 | 6,647 | 6,456 | 6,476 | 5,971 |
| Nondurable goods industries, total | 30,125 | 28,695 | 28,925 | 30,093 | 29,956 | 26,686 | 3,955 | 3,732 | 3,674 | 3,962 | 3,721 | 3,051 |
| Industries with unfilled orders | 8,224 | 7,710 | 7,784 | 8,394 | 8,213 | 7,109 | 3,955 | 3,732 | 3,674 | 3,962 | 3,721 | 3,051 |
| Industries without unfilled orders | 21,901 | 20,985 | 21,141 | 21,699 | 21,743 | 19,577 | - | - | - | - | - | - |

- Represents zero. [p]Preliminary. [r]Revised.
[1]Adjusted for trading-day and calendar-month variations.

Table 2.--VALUE OF MANUFACTURERS' SHIPMENTS, INVENTORIES, AND ORDERS, FOR MARKET CATEGORIES AND SUPPLEMENTARY SERIES

(Millions of dollars)

| Industry group | Seasonally adjusted | | | Without seasonal adjustment[1] | | | Seasonally adjusted | | | Without seasonal adjustment | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Nov. 1972p | Oct. 1972r | Sept. 1972 | Nov. 1972p | Oct. 1972r | Nov. 1971 | Nov. 1972p | Oct. 1972r | Sept. 1972 | Nov. 1972p | Oct. 1972r | Nov. 1971 |
| | Shipments | | | | | | Total inventories | | | | | |
| All manufacturing industries, total.. | 66,741 | 64,725 | 63,903 | 66,500 | 67,035 | 57,309 | 106,520 | 106,008 | 105,441 | 106,005 | 105,311 | 101,183 |
| Durable goods industries, total..... | 36,838 | 36,086 | 35,037 | 36,649 | 37,182 | 30,679 | 69,769 | 69,330 | 68,834 | 69,355 | 68,840 | 65,461 |
| Nondurable goods industries, total..... | 29,903 | 28,639 | 28,866 | 29,851 | 29,853 | 26,630 | 36,751 | 36,678 | 36,607 | 36,650 | 36,471 | 35,722 |
| Industry groups arranged by market categories: | | | | | | | | | | | | |
| Home goods and apparel..... | 6,881 | 6,439 | 6,419 | 6,838 | 7,092 | 5,957 | 11,572 | 11,593 | 11,524 | 11,130 | 11,227 | 10,509 |
| Consumer staples..... | 12,735 | 12,130 | 12,233 | 12,868 | 12,745 | 11,568 | 14,372 | 14,236 | 14,315 | 14,662 | 14,450 | 14,089 |
| Equipment and defense products, except automotive..... | 9,382 | 9,287 | 9,032 | 9,151 | 9,253 | 7,894 | 27,810 | 27,452 | 27,282 | 27,755 | 27,363 | 26,187 |
| Automotive equipment..... | 6,678 | 6,410 | 6,060 | 7,040 | 7,004 | 5,663 | 5,856 | 5,806 | 5,753 | 5,892 | 5,817 | 5,249 |
| Construction materials, supplies, and intermediate products..... | 5,857 | 5,699 | 5,612 | 5,725 | 5,982 | 4,951 | 8,561 | 8,653 | 8,433 | 8,368 | 8,415 | 8,053 |
| Other materials and supplies and intermediate products..... | 25,208 | 24,760 | 24,547 | 24,878 | 24,959 | 21,276 | 38,349 | 38,268 | 38,134 | 38,198 | 38,039 | 37,096 |
| Supplementary series:[2] | | | | | | | | | | | | |
| Household durable goods industries..... | 3,302 | 3,016 | 3,000 | 3,293 | 3,330 | 2,597 | 5,462 | 5,373 | 5,319 | 5,313 | 5,231 | 4,852 |
| Capital goods industries..... | 10,962 | 10,897 | 10,632 | 10,981 | 10,845 | 9,525 | 31,174 | 30,806 | 30,642 | 31,141 | 30,796 | 29,552 |
| Nondefense..... | 9,168 | 9,038 | 8,815 | 9,104 | 9,029 | 7,754 | 25,261 | 24,940 | 24,906 | 25,180 | 24,820 | 24,437 |
| Defense*..... | 1,794 | 1,859 | 1,817 | 1,877 | 1,816 | 1,771 | 5,913 | 5,866 | 5,736 | 5,961 | 5,976 | 5,115 |
| | New orders | | | | | | Unfilled orders | | | | | |
| All manufacturing industries, total.. | 68,027 | 65,454 | 65,776 | 67,549 | 67,748 | 57,542 | 84,197 | 82,906 | 82,180 | 83,268 | 82,225 | 72,136 |
| Durable goods industries, total..... | 37,902 | 36,759 | 36,851 | 37,456 | 37,792 | 30,856 | 80,242 | 79,174 | 78,506 | 79,306 | 78,504 | 69,085 |
| Nondurable goods industries, total..... | 30,125 | 28,695 | 28,925 | 30,093 | 29,956 | 26,686 | 3,955 | 3,732 | 3,674 | 3,962 | 3,721 | 3,051 |
| Industry groups arranged by market categories: | | | | | | | | | | | | |
| Home goods and apparel..... | 6,888 | 6,520 | 6,523 | 6,748 | 7,068 | 5,987 | 2,698 | 2,680 | 2,604 | 2,625 | 2,698 | 2,262 |
| Consumer staples..... | 12,745 | 12,125 | 12,225 | 12,886 | 12,755 | 11,584 | | | | | | |
| Equipment and defense products, except automotive..... | 10,010 | 9,585 | 10,050 | 9,363 | 9,630 | 7,893 | 42,844 | 42,169 | 41,728 | 42,718 | 42,351 | 38,147 |
| Automotive equipment..... | 6,723 | 6,556 | 6,094 | 7,190 | 7,109 | 5,807 | | | | | | |
| Construction materials, supplies, and intermediate products..... | 5,836 | 5,661 | 5,790 | 5,633 | 5,898 | 4,790 | 9,719 | 9,740 | 9,778 | 9,640 | 9,731 | 9,161 |
| Other materials and supplies and intermediate products..... | 25,825 | 25,007 | 25,094 | 25,729 | 25,288 | 21,481 | 28,936 | 28,317 | 28,070 | 28,285 | 27,445 | 22,566 |
| Supplementary series:[2] | | | | | | | | | | | | |
| Household durable goods industries..... | 3,287 | 3,094 | 3,113 | 3,178 | 3,306 | 2,615 | 2,224 | 2,238 | 2,161 | 2,143 | 2,258 | 1,859 |
| Capital goods industries..... | 11,683 | 11,359 | 11,762 | 11,376 | 11,424 | 9,644 | 49,247 | 48,522 | 48,065 | 49,098 | 48,707 | 43,282 |
| Nondefense..... | 9,764 | 9,694 | 9,519 | 9,595 | 9,594 | 7,786 | 29,045 | 28,444 | 27,792 | 28,810 | 28,325 | 25,283 |
| Defense*..... | 1,919 | 1,665 | 2,243 | 1,781 | 1,830 | 1,858 | 20,202 | 20,078 | 20,273 | 20,288 | 20,382 | 17,999 |

*During 1968 manufacturers in ordnance, communications, aircraft and aircraft parts, and shipbuilding industries began to provide aggregate figures on shipments, orders, and total inventories of work performed for the Department of Defense. The results of these reports are included in the defense series. p Preliminary. r Revised. [1] Shipments and new orders adjusted for trading-day and calendar-month variations; unfilled orders and inventories as of end of month. [2] The supplementary series are regroupings of the separate industry categories as follows:

Household durable goods industries - Household furniture; kitchen articles and pottery; cutlery, handtools, and hardware; household appliances; ophthalmic goods, watches, and clocks; and miscellaneous personal goods.

Capital goods industries - The capital goods industries series is comparable to the previous Producers' Capital Goods and the Defense Products (old series) categories.

Nondefense products - Machinery, except electrical (excluding farm machinery and equipment and machine shops), electrical machinery (excluding household appliances and electronic components), and the nondefense portions of shipbuilding and repairing and railroad equipment, communication equipment, aircraft and aircraft parts, and ordnance.

Defense products - Based on separate reports on defense work filed by large defense contractors in the following industries: ordnance, communications, aircraft and aircraft parts, and shipbuilding. The data are comparable to those published annually in the MA-175, Shipments of Defense-Oriented Industries, for the specified industries.

Table 3.--MANUFACTURERS' SHIPMENTS, INVENTORIES, AND ORDERS MONTH-TO-MONTH AND LONG TERM PERCENT CHANGES

(Based on seasonally adjusted data)

| Item and industry group | Month-to-month | | | Average monthly rates of change | | | | Average, 1966-1971 | |
|---|---|---|---|---|---|---|---|---|---|
| | | | | 3 months | | | 12 months | | |
| | Oct.-Nov. 1972 | Sept.-Oct. 1972 | Aug.-Sept. 1972 | Aug. 1972-Nov. 1972 | May 1972-Aug. 1972 | Feb.-May 1972 | Nov. 1971-Nov. 1972 | Average rise | Average decline |
| Shipments: | | | | | | | | | |
| All manufacturing industries..... | +3.1 | +1.3 | +0.9 | +1.8 | +1.1 | +1.2 | +1.3 | +1.3 | -1.2 |
| Durable goods industries, total..... | +2.1 | +3.0 | +0.9 | +2.0 | +1.0 | +1.7 | +1.5 | +2.1 | -1.8 |
| Nondurable goods industries, total..... | +4.4 | -0.8 | +0.8 | +1.5 | +1.1 | +0.7 | +1.0 | +0.8 | -0.5 |
| Total inventories: | | | | | | | | | |
| All manufacturing industries..... | +0.5 | +0.5 | +0.3 | +0.4 | +0.8 | +0.2 | +0.4 | +0.5 | -0.2 |
| New orders: | | | | | | | | | |
| All manufacturing industries..... | +3.9 | -0.5 | +2.1 | +1.8 | +1.3 | +1.2 | +1.4 | +1.9 | -1.2 |
| Durable goods industries, total..... | +3.1 | -0.2 | +3.1 | +2.0 | +1.4 | +1.9 | +1.6 | +2.9 | -2.6 |
| Nondurable gooda industries, total..... | +5.0 | -0.8 | +0.8 | +1.7 | +1.2 | +0.5 | +1.0 | +0.9 | -0.5 |
| Unfilled orders: | | | | | | | | | |
| Durable goods industries, total..... | +1.3 | +0.9 | +2.4 | +1.5 | +1.8 | +0.8 | +1.2 | +0.8 | -1.1 |

Table 4.--VALUE OF MANUFACTURERS' INVENTORIES, BY STAGE OF FABRICATION, BY INDUSTRY GROUP

(Millions of dollars)

| Industry group | Seasonally adjusted | | | Without seasonal adjustment | | | Seasonally adjusted | | | Without seasonal adjustment | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Nov. 1972[p] | Oct. 1972[r] | Sept. 1972 | Nov. 1972[p] | Oct. 1972[r] | Nov. 1971 | Nov. 1972[p] | Oct. 1972[r] | Sept. 1972 | Nov. 1972[p] | Oct. 1972[r] | Nov. 1971 |
| | Total | | | | | | Materials and supplies | | | | | |
| All manufacturing industries, total.. | 106,520 | 106,008 | 105,441 | 106,005 | 105,311 | 101,183 | 33,683 | 33,379 | 33,179 | 33,745 | 33,446 | 32,661 |
| Durable goods industries, total..... | 69,769 | 69,330 | 68,834 | 69,355 | 68,840 | 65,461 | 19,935 | 19,701 | 19,468 | 19,954 | 19,835 | 19,144 |
| Stone, clay, and glass products..... | 2,376 | 2,385 | 2,367 | 2,268 | 2,259 | 2,180 | 789 | 794 | 791 | 784 | 789 | 757 |
| Primary metals..... | 9,614 | 9,664 | 9,761 | 9,698 | 9,665 | 9,248 | 3,451 | 3,440 | 3,457 | 3,568 | 3,583 | 3,529 |
| Machinery (electrical and nonelectrical). | 24,321 | 24,009 | 23,937 | 24,120 | 23,793 | 23,274 | 6,533 | 6,389 | 6,346 | 6,463 | 6,350 | 6,179 |
| Transportation equipment..... | 16,672 | 16,486 | 16,326 | 16,810 | 16,629 | 15,106 | 2,905 | 2,900 | 2,822 | 2,951 | 2,950 | 3,007 |
| All other durable goods industries..... | 16,786 | 16,786 | 16,443 | 16,459 | 16,494 | 15,653 | 6,257 | 6,178 | 6,052 | 6,188 | 6,163 | 5,672 |
| Nondurable goods industries, total..... | 36,751 | 36,678 | 36,607 | 36,650 | 36,471 | 35,722 | 13,748 | 13,678 | 13,711 | 13,791 | 13,611 | 13,517 |
| Chemicala and allied products..... | 6,829 | 6,801 | 6,751 | 6,720 | 6,651 | 6,520 | 2,328 | 2,309 | 2,331 | 2,319 | 2,288 | 2,254 |
| Petroleum and coal products..... | 2,262 | 2,261 | 2,272 | 2,295 | 2,297 | 2,343 | 518 | 520 | 539 | 512 | 517 | 528 |
| Rubber and plastics products, n.e.c..... | 2,260 | 2,255 | 2,256 | 2,254 | 2,226 | 2,112 | 636 | 642 | 641 | 648 | 643 | 644 |
| All other nondurable goods industries.... | 25,400 | 25,361 | 25,328 | 25,381 | 25,297 | 24,747 | 10,266 | 10,207 | 10,200 | 10,312 | 10,163 | 10,091 |
| | Work in process | | | | | | Finished goods | | | | | |
| All manufacturing industries, total.. | 37,799 | 37,675 | 37,081 | 37,760 | 37,617 | 34,916 | 35,038 | 34,954 | 35,181 | 34,500 | 34,248 | 33,606 |
| Durable goods industries, total..... | 32,235 | 32,070 | 31,529 | 32,243 | 32,042 | 29,631 | 17,599 | 17,559 | 17,837 | 17,158 | 16,963 | 16,686 |
| Stone, clay, and glass products..... | 301 | 301 | 304 | 278 | 278 | 274 | 1,286 | 1,290 | 1,272 | 1,206 | 1,192 | 1,149 |
| Primary metala..... | 3,297 | 3,350 | 3,394 | 3,316 | 3,308 | 3,111 | 2,866 | 2,874 | 2,910 | 2,814 | 2,774 | 2,608 |
| Machinery (electrical and nonelectrical). | 10,789 | 10,697 | 10,635 | 10,786 | 10,679 | 10,392 | 6,999 | 6,923 | 6,956 | 6,871 | 6,764 | 6,703 |
| Transportation equipment..... | 12,539 | 12,348 | 11,998 | 12,627 | 12,449 | 10,689 | 1,228 | 1,238 | 1,506 | 1,232 | 1,230 | 1,410 |
| All other durable goods industries..... | 5,309 | 5,374 | 5,198 | 5,236 | 5,328 | 5,165 | 5,220 | 5,234 | 5,193 | 5,035 | 5,003 | 4,816 |
| Nondurable goods industriea, total..... | 5,564 | 5,605 | 5,552 | 5,517 | 5,575 | 5,285 | 17,439 | 17,395 | 17,344 | 17,342 | 17,285 | 16,920 |
| Chemicala and allied products..... | 1,050 | 1,034 | 1,027 | 1,040 | 1,027 | 992 | 3,451 | 3,458 | 3,393 | 3,361 | 3,336 | 3,274 |
| Petroleum and coal producta..... | 479 | 502 | 499 | 476 | 505 | 491 | 1,265 | 1,239 | 1,234 | 1,307 | 1,275 | 1,324 |
| Rubber and plastics products, n.e.c..... | 356 | 358 | 344 | 358 | 361 | 330 | 1,268 | 1,255 | 1,271 | 1,248 | 1,222 | 1,138 |
| All other nondurable goods industries.... | 3,679 | 3,711 | 3,682 | 3,643 | 3,682 | 3,472 | 11,455 | 11,443 | 11,446 | 11,426 | 11,452 | 11,184 |

[p]Preliminary.
[r]Revised.

Table 5.--RATIO OF MANUFACTURERS' INVENTORIES TO SHIPMENTS AND UNFILLED ORDERS TO SHIPMENTS, BY INDUSTRY GROUP

(Based on seasonally adjusted data)

| Industry group | Inventories - shipments ratio | | | | Unfilled orders - shipments ratio[1] (months' backlog) | | | |
|---|---|---|---|---|---|---|---|---|
| | Nov. 1972[p] | Oct. 1972[r] | Sept. 1972 | Nov. 1971 | Nov. 1972[p] | Oct. 1972[r] | Sept. 1972 | Nov. 1971 |
| All manufacturing industries, total | 1.60 | 1.64 | 1.65 | 1.77 | 2.11 | 2.12 | 2.14 | 2.15 |
| Durable goods industries, total | 1.89 | 1.92 | 1.96 | 2.14 | 2.52 | 2.52 | 2.57 | 2.60 |
| Stone, clay, and glass products | 1.08 | 1.12 | 1.14 | 1.29 | (NA) | (NA) | (NA) | (NA) |
| Primary metals | 1.65 | 1.68 | 1.73 | 2.01 | 1.46 | 1.45 | 1.48 | 1.31 |
| Fabricated metals | 2.15 | 2.14 | 2.11 | 2.25 | 3.27 | 3.23 | 3.25 | 3.29 |
| Machinery, except electrical | 2.36 | 2.38 | 2.38 | 2.70 | 2.54 | 2.51 | 2.46 | 2.49 |
| Electrical machinery | 2.04 | 2.12 | 2.15 | 2.31 | 2.99 | 3.09 | 3.06 | 3.42 |
| Transportation equipment | 1.89 | 1.88 | 2.00 | 2.07 | 5.50 | 5.26 | 5.68 | 5.49 |
| Instruments and related products | 2.42 | 2.40 | 2.41 | 2.51 | (NA) | (NA) | (NA) | (NA) |
| Nondurable goods industries, total | 1.23 | 1.28 | 1.27 | 1.34 | 0.49 | 0.49 | 0.48 | 0.44 |
| Food and kindred products | 0.95 | 0.99 | 0.97 | 1.03 | (X) | (X) | (X) | (X) |
| Tobacco products | 4.36 | 4.37 | 4.53 | 4.35 | (X) | (X) | (X) | (X) |
| Textile mill products | 1.58 | 1.74 | 1.56 | 1.77 | (NA) | (NA) | (NA) | (NA) |
| Paper and allied products | 1.13 | 1.16 | 1.17 | 1.29 | (NA) | (NA) | (NA) | (NA) |
| Chemicals and allied products | 1.35 | 1.39 | 1.39 | 1.49 | (X) | (X) | (X) | (X) |
| Petroleum and coal products | 0.92 | 0.95 | 0.93 | 1.07 | (X) | (X) | (X) | (X) |
| Rubber and plastics products, n.e.c. | 1.46 | 1.47 | 1.42 | 1.52 | (X) | (X) | (X) | (X) |

(NA) Not available. [p]Preliminary. [r]Revised. (X) Not applicable.

[1]Excludes the following industries with no unfilled order: Wooden containers; glass containers; metal cans, barrels and drums; motor vehicle assembly operations; foods and related products; tobacco; apparel and related products; chemicals; petroleum and coal products; and rubber and plastics products, n.e.c.

# Appendix

The following is a description of the survey and definitions used. These are provided to clarify the meaning of the items involved and do not represent any revisions from those definitions previously employed.

## DESCRIPTION OF THE SURVEY

The Manufacturers' Shipments, Inventories, and Orders survey provides monthly figures that are comparable to the annual totals published each year in the annual survey of manufactures (ASM). The ASM is based on a sample of approximately 60,000 manufacturing establishments drawn from the 5-year census universe of about 310,000 establishments. In the ASM, each manufacturing establishment provides data on employment, payrolls, shipments, cost of materials, capital expenditures, and inventories as well as other selected items. The establishments do not provide information on unfilled orders or new orders. Since the ASM is establishment based, it provides data for each of the 425 manufacturing industries in the Standard Industrial Classification System (SIC) and area data for industry groups.

The monthly survey M3-1 does not provide information at the complete SIC industry detail because of the smaller size of the reporting panel and the fact that most companies cannot provide shipments, inventories, and orders data monthly for individual establishments.

The monthly reporting panel consists of approximately 5,000 reporting units and includes virtually all companies with 1,000 or more employees and a sample of the smaller ones. The reporting unit typically comprises the entire operations of a company although many of the larger diversified companies file separate divisional type reports for their operations in different industries.

Most of the reporting units include mixed industry activity even within the broad industry categories of the monthly survey. The survey methodology assumes that the month-to-month changes of the reporting units classified in each industry category represent effectively the month-to-month movements of the establishments in the SIC industries which make up the category. Thus, the monthly reports are used to update the ASM estimates by using a link relative of matched companies in each industry.

## EXPLANATION OF TERMS

Value of Shipments--Shipments in the monthly survey are equivalent to value of shipments as reported in the ASM which are received or receivable net selling values, f.o.b. plant, after discounts and allowances and excluding freight charges and excise taxes. Included in shipments are the value of all products sold, transferred to other plants of the same company, or shipped on consignment.

Shipments also include receipts of establishments in the industry for contract work performed for others, resales, receipts for miscellaneous activities such as the sale of scrap and refuse; value of installation and repair work performed by employees of the plant; and value of research and development performed at the plant. In the aircraft industry and shipbuilding, the value of work done in a given year varies considerably from the value of shipments because of the long lead time between the input of the materials and labor and the shipments of the completed aircraft or ship. In the annual survey, therefore, the value of work done during the year is requested rather than the value of shipments.

The value of shipments figures developed from the ASM contain duplication at the all manufacturing and industry group levels since the products of some industries are used as materials by other industries within the industry group. With the exception of motor vehicles, it is not significant at the 4-digit SIC group level. Since the M3-1 industry categories typically are groupings of industries, this duplication is significant for the all manufacturing, durable goods and nondurable goods categories and the various market groups. The significance of the duplication within the specific M3-1 industry groups varies depending on the 4-digit industry composition of these groups. It is most pronounced in a few highly integrated industry areas such as primary metals and motor vehicles and parts.

Since most monthly reports are for the entire company or major divisions rather than establishments, the companies are requested to report net sales, i.e., total company billings after discounts and allowances. Companies which file divisional reports are requested to treat transfers from one division of the company to another as if they were net sales to outside customers. Although this

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definition of shipments in the monthly reports differs from that used in the annual establishment reports, it is assumed that the month-to-month changes in company sales in the industry are representative of the month-to-month shipments of the establishments in the industry.

**Inventories**--End-of-month inventories in the monthly survey are identical in definition to the end-of-year inventories in the ASM. In the ASM, respondents are asked to report inventories of individual establishments at approximate current cost if feasible; otherwise, "at book values." Since different methods of inventory valuation are used (LIFO, FIFO, etc.), the definition of the aggregate inventories for establishments in an industry is not precise. The figures on the change in inventories from one period to the next are of greater significance than the actual aggregates.

Inventories are reported by stage of fabrication: (a) finished goods; (b) work in process; and (c) materials, supplies, fuel, and other inventories. In using inventories by stage of fabrication at the all manufacturing and 2-digit industry levels as well as for the durable and nondurable goods sectors, it should be noted that a finished product of one industry may be a raw material for another industry at the next stage of fabrication. Insofar as the durable and nondurable goods sectors and also the 2-digit industry groups contain industries with successive stages of processing, the same type of commodity may be included under different inventory categories in the aggregate statistics.

**New Orders Received and Unfilled Orders**--Orders as reported in the monthly survey are net of cancellations during the month. They include orders received during the period and also filled during the period as well as those orders received for future delivery. They also include the net sales value of contract change documents which increase or decrease the sales value of the unfilled orders to which they relate. Orders include only those supported by binding legal documents such as signed contracts, or letter contracts. In case of letter contracts the full amount of the sales value is included if the parties are in substantial agreement on the amount; otherwise, only the funds specifically authorized to be expended are included. The respondent is instructed to deduct the sales value of paritial or complete cancellation of existing orders.

Unfilled orders include orders as defined above that have not yet passed through the sales account. Generally, unfilled orders at the end of the reporting period are equal to unfilled orders at the beginning of the period plus net new orders received less net sales.

While both new orders and unfilled orders are used in reviewing individual company reports for consistency, only unfilled orders are estimated directly in the tabulated totals. New orders are derived from the shipments plus net change in unfilled orders for each industry category. This procedure is followed for seasonally adjusted data as well as for the unadjusted data. Shipments and unfilled orders are seasonally adjusted independently. Seasonally adjusted new orders are derived from seasonally adjusted shipments and seasonally adjusted unfilled orders.